

Message Text

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43

ACTION AF-06

INFO OCT-01 EUR-12 ISO-00 PM-03 NSC-05 SP-02 SS-15 RSC-01

L-02 PRS-01 CIAE-00 INR-07 NSAE-00 EB-07 COME-00

TRSE-00 AID-05 AGR-10 /077 W
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R 101139Z JAN 75

FM AMEMBASSY PRETORIA
TO SECSTATE WASHDC 1101
INFO AMCONSUL CAPE TOWN
AMCONSUL DURBAN
AMCONSUL JOHANNESBURG
AMEMBASSY MASERU
AMEMBASSY MBABANE
AMEMBASSY GABORONE
AMEMBASSY PARIS

UNCLAS PRETORIA 0098

CAPE TOWN FOR EMBASSY

E.O. 11652: N/A

TAGS: ETRD, FR, SF, LT, BC, WZ

SUBJECT: FRENCH TRADE WITH SOUTHERN AFRICA

1. PRESS IN RECENT MONTHS HAS CARRIED SEVERAL STORIES ABOUT STEPPED-UP FRENCH EFFORTS TO INCREASE EXPORTS TO SOUTH AFRICA.

2. PRETORIA NEWS-OCTOBER 15 SAID PATRONAT PLANNING "FRENCH WEEK" TO PROMOTE SALE OF LUXURY GOODS. PATRONAT SAID TO HAVE TOLD FRENCH BUSINESSMEN THAT "VAST POSSIBILITIES" OPEN IN SOUTH AFRICA. RAND DAILY MAIL-NOVEMBER 7 REPORTED CREDIT AGREEMENT BETWEEN CONSORTIUM OF FRENCH BANKS AND INDUSTRIAL DEVELOPMENT CORPORATION. AGREEMENT WOULD FINANCE 85 0/C OF VALUE OF FRENCH CAPITAL GOODS SOLD TO SA UNDER THE AGREEMENT. RATES UNDER AGREEMENT SAID TO BE ONLY 6.3 P/C TO 7.5 P/C. NO LIMIT SET TO CREDIT AVAILABLE. AURGUS-DECEMBER 17 REPORTS FRENCH INTERESTED IN TELEVISION, RAIL ELECTRIFICATION, STEEL PLANTS, SUBWAY FOR JOHANNESBURG. COFACE- FRENCH EXPORT
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CREDIT AGENCY, REPORTED TO HAVE SAID FRENCH CAPITAL GOODS SALES

TO SA INCREASED FROM R26 MILLION TO R1,110 MILLION (SIC) IN
FIRST NINE MONTHS OF 1974. CAPE TIMES- NEXT DAY GIVES MORE
BELIEVABLE FIGURE OF R350 MILLION IN SA NON- MILITARY ORDERS FOR
FRENCH GOODS LAST YEAR.

3. COMMENT:- FRENCH SENT LARGE HIGH-POWERED TRADE MISSION HERE
LATE LAST YEAR AND DO INDEED SEEM TO BE MAKING EFFORT TO INCREASE
COMMERCIAL SALES. LATEST FIGURES AVAILABLE HERE SHOW MONTHLY
AVERAGE OF R15 MILLION IN FRENCH EXPORTS TO SOUTH AFRICAN CUSTOMS
AREA(SOUTH AFRICA, BOTSWANA, LESOTHO, SWAZILAND) IN FIRST SEVEN
MONTHS OF 1974. THIS IS ABOUT 50 P/C ABOVE LAST YEAR. (FIGURES,
OF COURSE, EXCLUDE ARMS.)
HURD

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NNN

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